

## Message Text

UNCLASSIFIED

PAGE 01 MOSCOW 11295 041735Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----087717 050416Z /73

R 041621Z AUG 77  
FM AMEMBASSY MOSCOW  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 631  
AMEMBASSY PARIS

UNCLAS MOSCOW 11295

USDOC FOR BEWT/TPD (ROBB); BEWT/TDAD (DOLLISON); BEWT/USSR  
(HEISS)

E.O. 11652: N/A  
TAGS: BGEN, EEWT, UR, US  
SUBJECT: RESISTANCE WELDER INC. SIGNS CONTRACT WITH AVTOPROMIMPORT

REF:USDOC 12067

2. HERMAN HEIDTMAN AND JAMES MORRISEY, SENIOR OFFICIALS OF RESISTANCE WELDER, VISITED USCO AUGUST 3 AND INFORMED COMATT AND COMOFF THAT THEY WILL SIGN CONTRACT AUGUST 5 WITH AVTOPROMIMPORT FOR INSTALLATION OF SOME WELDING CONTROL EQUIPMENT AT SOVIET MANUFACTURING PLANT IN PSKOV. FRENCH FIRM (RENAULT), HOWEVER, WON CONTRACT FOR MAJOR SHARE OF \$39.8 MILLION PROJECT, ACCORDING TO U.S. FIRM REPS. WHILE OBVIOUSLY DISAPPOINTED AT NOT HAVING LANDED ENTIRE DEAL, RESISTANCE WELDER IS SATISFIED WITH PARTIAL PARTICIPATION, AND IS HOPEFUL FOR FUTURE CONTRACTS IN USSR.

2. AS REGARDS FINANCING, RESISTANCE WELDER WILL CARRY 75 PERCENT OF CONTRACT ON BASIS OF SOVIET FIVE-YEAR NOTES AT 7.5 PERCENT. COMPANY EXPECTS INSTALLATION TO REQUIRE TWO OR THREE TECHNICIANS ON-SITE FOR PERIOD OF THREE TO SIX MONTHS.

3. AVTOPROMIMPORT ALSO REPORTEDLY MADE INDIFINITE REMARKS  
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ABOUT USE OF RW EQUIPMENT IN ZIL AUTO PLANT (MOSCOW).

4. COMMENT: WE WERE NOT ABLE TO LEARN MUCH ABOUT RENAULT/ AVTOPROMIMPORT CONTRACT FROM OUR FRENCH OR SOVIET CONTACTS. HEIDTMAN OF RESISTANCE WELDER TOLD US THAT ALTHOUGH HIS FIRM HAD BEEN ACTIVELY PURSUING BUSINESS IN USSR FOR NEARLY THREE YEARS, THIS WAS FIRST REAL BUSINESS DEAL RW HAD CONCLUDED WITH

SOVIETS. HEIDTMAN AND MORRISEY WERE BOTH OF OPINION THAT SOVIETS  
SAVED PART OF PSKOV PROJECT FOR RW AS TOKEN OF APPRECIATION  
FOR FIRM'S LONG EFFORTS IN USSR. WHATEVER MAY HAVE MOVED  
SOVIETS TO FAVOR RW AS SUPPLIERS FOR AT LEAST PART OF PSKOV  
PROJECT, WE IMAGINE THEY WLL WANT TO SEE HOW FIRM'S EQUIPMENT  
WORKS OUT BEFORE MAKING FURTHER COMMITMENTS, E.G., AT ZIL  
PLANT IN MOSCOW.  
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## Message Attributes

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**Channel Indicators:** n/a  
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**Review Markings:**  
Margaret P. Grafeld  
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